SYSTEMS AND METHODS FOR PROCESSING SALES LEADS BASED ON DISPOSITION

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ABSTRACT OF THE DISCLOSURE

The invention provides systems and methods for processing sales leads. Illustratively,

the invention provides a method for managing sales leads in a sales lead system, the method

comprising: an agent working a sales lead; obtaining disposition information regarding the sales

10   lead, the disposition information representing a disposition of the sales leads; transmitting the

disposition information to a lead processing portion; comparing the disposition information with

associated disposition rules in the lead processing portion; and controlling the further processing

of the sales lead based on a disposition rule selected as a result of the comparing.

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